

## MERCATOR:

O R,

## Commerce Retrieved,

---

From Saturday, September 12. to Tuesday, September 15. 1713.

---

*The People of Britain have no Notion of the Advantage of our Shipping and Navigation in the French Commerce.*

*The Opposers of the Treaty have always wisely omitted to mention it.*

*Our Shipping employs our People as much, and equally gainful to us, as any Business we carry on.*

*The Opposers of the Treaty invited to draw a right, fair, and honest Scheme, instead of the false Scheme they once produced.*

*A Method for them to do it by.*

*If they would do it honestly, it is believed the Trade to France, even in that very Year of 1674, would appear to be to our Advantage.*

*If they are afraid to do this fairly, the Mercator may do it for them.*

---

**T**HE last *MERCATOR* entered a little upon the Advantage of any Trade, which Employes our Shipping; it seems by our present Dispute, that our People have not a true Notion among them of the great Advantage, which our Navigation is to the Kingdom, and therefore it must be of some Use to them to explain it a little; and some Truths may be laid down from this Principle, which, it may be, are not much thought of among us, and, which for want of being so thought of, other things equally true, which are supported by those Truths, seem strange and monstrous to us at first Sight.

To bring this home to the Trade between Great-Britain and France, our People, who have been full of the Calculations of the Exports and Imports between us and the French, are taught by their Party-Leaders to make loud Complaints, that the Imports of French Goods from France hither, over-balance the Exports of English Goods from us to them; and great Pains have been taken to make this out to them: Some of the Methods of doing which, have not been very honest, as has been fully proved by the *MERCATOR*.

But these People have taken no Notice, of what however is most demonstrably true, and well known to those, who know any thing of the French Trade, (viz.) That all this Trade is carried on both out and home in our OWN SHIPPING; if there is now and then a small French Bark seen in any of our Ports, it is not One to Thirty, perhaps not One to Fifty of the Number of our Ships, which go thither.

The Effect of this, is what has been hinted once before in the *MERCATOR*, but requires, that it be spoken to again more largely, (viz.) That it quite turns the Scale of the Ballance of Trade; and as the Freight is paid upon our Goods outward, all by the French, so that part of it is all Gain'd by the British, and Gain'd by that Article of all our Commerce, which it is most to the Advantage of Great-Britain to Gain by, (viz.) Our Navigation.

As to our Freight from France, it is true, it is paid by our selves; but then, it is to be considered, that by that Payment, and consequently by the French Trade, our Navigation is so much Employed, which Employment of our Shipping, it must be allowed, Employes great Numbers of Families, and encourages so many other Trades, that it is not to be equalled by any Particular, in which the Nation is Employ'd, unless we set the whole Woollen Manufacture against it.

It is not easie to come at the exact Number of Shipping, that the French Trade Employes, and Number of Voyages, which those Ships make: We have seen, what a prodigious Number have entered at the Port of Dunkirk in a short and inconsiderable time; and it is easie to give an Account of several Ships, who, as well before, as since that time, have made seven, eight, or nine Voyages each, in as short a space of time as they could be made in to the same Port with Corn and Coal.

It is true, and the Opposers of the French Trade do not fail to make use of it in their Arguments, that the French do not always want Corn from us, but, on the other hand, it is true, that they often do; and that when they do it, it is a prodigious Advantage to Great-Britain, both as to the Corn it self, which it is always our Gain to Export; and as to the Shipping which carries it, the Freight whereof is all paid to the British by the French, to the Advantage of the Publick Stock of this Kingdom.

Let the Advantage of the present Year be cast up; let the Opposers of the Treaty tell the World, what has been our Gain this Year by the Export of Corn only, and the Freights of the Shipping, which have carried it, they will find, that it is richly worth while for us to Trade with any Nation, who may but now and then have such a Demand of Corn from us, and who, whatever they do Demand, pay us for carrying it to them.

These People, no Question, are ashamed to give this Account, it would rise so high: They would find above Four hundred Freights or Ship-Loads of Corn entered in the Port of Dunkirk, much more at the two Ports of Diep and St. Vallery: At Bourdeaux the Quantity of Corn has been so great, which we have carried, that it has more than supplied the Country, and glutted the Market: At Rochel, St. Malo, Brest, and other Ports, the like has been in Proportion.

If all the Corn we can Export is clear Gain to the Publick Stock, which is a Maxim in Trade, that every one allows; and all the Freight of the Shipping is paid by the French, and is also clear Gain to this Kingdom, being the Produce of our Seamen's Labour; What a Gain must we have made this Year by the French Trade? And what a Gain shall we make by them every Year, when they happen to have a bad Harvest, which is known to be very often?

But





But to lay aside this part, which is less certain: The Navigation of the whole French Trade is our own, and the Profit of the Navigation makes so considerable an Article in the Ballance of Trade, that it ought to be always considered, when the French Trade is mentioned.

But in our present Debates, this part has been entirely left out; indeed the Opposers were too Wise, and knew too well the Weight of it, to say any thing of it, till they should be obliged to it; and now it is thus mentioned, it may be they may see cause to say as little to the purpose, as has been said in other Cases.

Into this Article of Shipping, must also be Accounted those Ships, or a proportion of that Shipping, which is Employed by Great-Britain in fetching all those Foreign Goods, which are Re-exported to France by us, as well from Turkey, Arch-Angel, the Baltick, Africa, Spain, and the East-Indies, as from our own Plantations: For Example, If 5 or 10 Thousand Hogheads of Tobacco should be Exported Annually to France, as it is not doubted will be the Case, perhaps much more, all the Shipping and Seamen Employed in bringing that Tobacco from Virginia, is in effect paid by the French, and must be placed to the Account of Shipping Employed by the French Trade: And the like of all our Re-exported Goods.

Again, in our Fishery: It has appeared by our Custom-house Books, that near 20000 Barrels of Fish, (viz.) Herrings, Pilchards, Salmon, and Mackrell, besides Cod, has been Exported from England to France in a Year; and the Letters from Scotland, formerly Published in the *MERCATOR*, say twice that Quantity have gone from Scotland, in Herring and Salmon only, in a Year: If this be so, all the Shipping and Seamen Employed in Catching and Curing that Quantity of Fish, are likewise paid by the French, as well as the Freight of those Ships, which carried the same to France; and must be all placed to the Account of Shipping Employed by the French Trade, as above.

If the People, who talk so loud of our Loss by the French Trade, would think it proper to add these things to their fallacious Scheme, and put in the Particulars of Goods, which they knavishly left out of the Exports, (viz.) the quantities of English Goods Exported at the Out-Ports, the quantities foully omitted in the Account of the London Exports, which they gave false, and the quantities of foreign Goods Re-Exported; and then on the other hand reduce the Imports to what they really were, and to what appears by the Custom-house Books, and add to the whole a true Account of the Gain made to England by the Shipping of the whole and the Employment of Seamen: Let them but do this fairly and impartially, and we need go no farther than the true Ballance of that very Year for a View of the French Trade; they need not call upon us to shew an Account of the Year, the Custom-house will do it for them: And if they are afraid to let a true Scheme be seen because they are afraid of exposing their old one, in a convenient Season it may be done for them.

All the *MERCATOR* desires of the People concern'd in the old Account given, called the *SCHEME*, in order to state such an Account of the French Trade for that Year, or any other, is this repeated.

1. Let them give a true Account of the Exports of English Goods in the Port of London, such as the Commissioners of the Customs, who have declared their old Scheme to be false, will own to be true.

2. Let them add the Exports from the Out-Ports, not by a general Guess or Calculation, as they did it before for their own Advantage, but likewise from the true Account in the Books of the Custom-house as aforesaid.

3. Let them add a true Account of all the Re-exported Goods, which were sent from England, after they had been first Landed here from other Parts, a thing they wholly omitted before.

4. Let them put a fair Valuation upon the said Goods Exported, adding Ten per Cent. for the Profit of the

Sale in France, as was explained *MERCATOR* No. 48. the Sale being allowed to be generally for our Accounts.

5. Let them add the Freight of the Shipping, as it is stated above both from England to France, and from other Countries to England, the same being wholly paid by France, and gain'd by the English as above.

*This on the side of Exportations to France.*

On the Credit side of the Account, being our Importations from France.

1. Let them reduce the Quantities of the Goods Imported from what they had alledged them to be, to what they really were, by the Custom-house Accounts, as well for the Out-Ports as the Port of London.

2. Let them reduce the Value from what imaginary Rates they have put on them, to what they were rated at in the Custom-house Books (for those which were so rated) and to what the Merchant gave for them in France for other Goods, which must be Rate, the Freight &c. being paid by us. Further, upon the Foot of the Account, let them,

1. Justly estimate the Employment of our Shipping in bringing the Goods; which, though paid by our selves, is infinitely our Advantage: And,

2. Make a reasonable Allowance for the Medium of Corn Exported, when a dear Year happens in France; suppose it to be once in 7 Years, or 10 Years, as they please.

Let the Opposers of the Treaty of Commerce, who insist upon it, that our Trade to France was to the Loss of England in the Year 1674, do all these things justly, impartially, and as Right requires, and the *MERCATOR* would almost appeal to themselves for the Answer, Who was Gainers by the Years Trade; and believes that a fairer Offer cannot be made them.

To conclude this Paper, it may be useful to lay down three general Observations relating to what has been said of the Advantage of Employing our Shipping; to which, more may be said in the next *MERCATOR*.

1. That foreign Trade, which would otherwise be carried on to the Disadvantage of a Nation, as to the Ballance of Trade, may yet be turned to their Advantage, by being wholly carried on in their OWN SHIPPING.

2. That Trade, which on the other hand would be to their Advantage in Ballance, may be to their Loss, if carried on in the Shipping of another Nation.

3. That Nation, which has or employs no Shipping of their own in any particular Trade, maintains the Shipping of that Nation, which Trade with them, as far as that Trade employs them.

These Things are a Foundation of something to be said hereafter, by which the Seamen, Merchants, and Owners of Ships, may be informed, how far they are concerned, that the Treaty of Commerce should be made EFFECTUAL.

## ADVERTISEMENTS.

Just Publish'd,

Reasons concerning the immediate Demolishing of Dunkirk: Being a serious Enquiry into the State and Condition of that Affair. Printed for John Morphew near Stationers-Hall. Price 6 d.

THE Poll of the Livery-Men of the City of London, at the Election for Members of Parliament: Begun Monday, October the 9th, 1710. and ended the Saturday following. Shewing who each Person Poll'd for. The Names of those that did not Poll. And the Objections made at the Scrutiny. Compar'd with the Clerks Lists of the several Companies deliver'd on Oath to the Right Honourable Sir Samuel Garrard, Bart. Lord-Mayor. The Whole being a Compleat List of the Livery. Printed for John Morphew, near Stationers-Hall. Price 1 s.

